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EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

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February 19, 1982

0265 Animal feeds (Honduras) Interested in feed concentrates and prepared feeds. Quantity open. Reply to: Mr. Pamon Villeda B., Manager, Pet Food Co., P.O. Box 812, Tegucigalpa, D.C., Honduras. Cable: RAVIBEP. Phone: 322547. This firm is establishing a new business for the manufacture of feed. Please quote CIF Puerto Cortes, against Letter of Credit or sight draft, including samples, catalogs, prices, terms of delivery, etc. The firm will also accept offers for manufacturing under license and/or similar arrangements.

0266 Canned foods (Bolivia) Interested in all types of canned foods plus dehydrating machinery for fruits and vegetables. Contact: Formento Mercantil Boliviano S.P.L., Casilla 1785, La Paz, Bolivia. Cable: FOMERBOL.

0267 Honey bees and Establishment of Apiary (Abu Dhabi). Ministry of Agriculture and Fisheries of United Arab Emirates extends announcement for specialized firms to submit a detailed prequalification of performance for supply of apiary and honey bees project. Submittals for apiary procedure requirement for honey production shall include illustrative listing of all the commercial varieties of honey bees tolerated in U.A.E. climatical conditions along with honey productivity of each variety. The technical submittals shall include the following: a) A model set-up of apiary project with technical specifications, designs and general layout. b) A scope of work including a program of work, maintenance and training. c) A prefeasibility study for the concept of apiary techniques. d) Equipment, tools, materials etc., should be supplied from a well-known source. Firms liability and ability of performance of this kind of work and similar work if any. Interested firms and organizations are requested to submit detailed information in their documents juridical and financial status, and experience in coordinating tissue culture operations along with technical references and financial status of the specialized companies that the consortium proposes for implementing the above mentioned areas, not later than 3rd March 1982, to Hamad A. Salman, Deputy Administrator of Ministery of Agriculture and Fisheries, Soil and Water Dept., P.O. Box 1509, Dubai, U.A.R. Phone: 228161. Telex: 46590 MAF EM.

Issued weekly by the Export Promotion Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945 South Building, Washington, D.C. 20250.

0268 Dairy products (Bolivia). In the market for evaporated and condensed milk plus powder milk in bulk. Quantities not specified. Contact: Marcelo Ouevedo, Joy Mar Trading Ltd., Casilla 10395, La Paz, Bolivia. Telex: 5495.

0269 Poultry feed and equipment (Zaire). Needs poultry feed for broilers, layers and hatching layers. Need 800 metric tons total. Complete poultry slaughtering, dressing and packing for the wholesale trade automatic equipment, machinery must slaughter 6,000 to 10,000 broilers per hour; three units of poultry feed storage silos with a capacity to store up to 1000 metric tons of feed; automatic flat chain feed conveyers with all environment inside installations such as ventilation, lighting, feeder and waterer, 150 meters length and 11 meters width; prefabricated metal house for layers with all equipment, parts and accessories, two to four floors, 150 meters length and 11 meters width; prefabricated metal house with equipment to manufacture feed for layers and broilers, equipment must have capacity to manufacture 3 metric tons per one hour. Write or Telex: Ndaie Kayembe, Owner Manager, Dieba S.P.R.L., B.P. 10338, Avenue Bukanga, Ngaba/Kinshasa, Kinshasa 1, Zaire. Cable: DIEB KINZR. Telex: 20022 DIEBAKINZR. Phone: 77366, 78001. Mr. Kayembe has stated payment will be via an irrevocable and confirmed documentary Letter of Credit by European banks. Requests quotation terms CIF Matadi with all replies, catalogs, literature with purchasing prices. Plans to make purchase decision upon receipt of terms from interested suppliers. Correspondence should be in French. Contact: Ndaie Kayembe, Ownor Manager, Dieba S.P.R.L., B.P. 10338, Avenue Bukanga, Ngaba/Kinshasa, Kinshasa, Zaire. Telex: 20022 DIEBAKINZR. Phone: 77366, 78001. Cable: DIEBA KINZR.

0270 Canned baby foods (Bolivia). Desires canned baby foods, all types. Quantity not specified. Reply to Eduardo Saenz, Saenz Limitada, Casilla 672, La Paz, Bolivia. Cable: SAENZ LITDA. This firm is one of the oldest in the La Paz Commercial Community.

0271 Sugar (Greece). Would like to contact suppliers of white refined sugar. Quantity not specified. Ship in 50 kg. bags. Quote: CIF or C&F for Port of Piraeus and Port of Thessaloniki. Bank ref: Credit Bank, 9 Venizelou St., Athens, Greece. Contact: Mr. Dimitris Papagrigoriou, Hellenic Enterprises S.A.I.C., 31 Solonos St., Athens (134), Greece. Telex: 219993 DIPA, GR. Phone: (01) 3602019, (01) 6449226.

0272 Rice (Mali). In the market for 2,000 mt. of 100% broken rice, 1,500 mt. of 40% broken rice, 1,500 mt. of 25% broken rice, 1,000 mt. of long grain rice, and 2,000 mt. of round rice. Ship in 50 kilogram sacks. Request delivery to Port of Abidjan, Ivory Coast, CIF. Payment in 90 days by irrevocable Letter of Credit on "Banque Malienne De Credit Et De Depot". Request all bids via Telex Contact: Mr. Fernandez Fode Bengali, Office De Cooperation Pour Le Commerce Interieur Et Exterieur, B.P. 1516, Bamako, Rep. Du Mali. Telex: 992 (BP 1516).

0273 Corn syrup and fructose (Netherlands). Wants liquid corn sugar syrup and liquid fructose in retail packaging. Quantity open. Quote: FOB U.S. Ports and C&F-Djakarta. Bank ref: Amro Bank Rijswijk. Contact: Mr. Reinecke, Ahrin B.V., P.O. Box 80, 2280 Ab Rijswijk, Netherlands. Telex: 32451. Phone: (0) 70-991150.

0274 Carrot chips (Sweden). Looking for suppliers of carrot chips. Quantity not specified. Bank ref: S-E Banken. Contact: Mr. Arne Sjoberg, Gustav Adolfs Torg 6, S-252 25 Helsingborg, Sweden. Phone: 042/13 85 78.

0275 Frozen beef (France). Suppliers wanted for full containers, 40,000 lbs, of frozen beef meat cuts Islamic rites. Meat should be individually wrapped on cryovac pack and then export cartons. Monthly shipments. English labelling, French, Arab language on each pack and cartons and full French rules wording, I.E. freezing date, end-date and so on required. Quote FOB plant. Bank ref: Banque Populaire De L'Yonne, 89002 Auxerre and Credit Agricole, 89002 Auxerre. Contact: Mr. Siegfried Vales, Jacquimport, 39, Avenue De Saint-Georges, B.P. 103, 89002 Auxerre, France. Telex: 800010 F. Phone: (86) 52.62.12.

0277 Bees (Colombia) Contacts with suppliers of queen bees and bee keeping equipment wanted. Need good quality. Packing for export. Desire ASAP. Quote CIF. Bank ref: Caja De Credito Agrario, Industrial Y Minero. Contact: Rafael Humberto Cardenas Hdez, 10 Apiario San Diego, Calle 11 No. 23-86 Barrio "Los Alamos" Pereira-Risaralda, Colombia.

0278 Milk powder (Spain). Wants skimmed dry milk, low sodium content (preferably "instant"). Company would, to start with, import a token amount (approx. 200 kilos). Type: sodium content should not reach 40 mgs per 100 grams. Packaging: 20-50 kilo bags or drums (product to be used as ingredient). Quote: FOB and/or CIF. Delivery ASAP. Bank ref: Central. Contact: Mr. Alberto Borras, Cheminter, S.A., Capitan Haya, 9 - Madrid - 20, Spain. Telex: 42710-E (Abonado No. 42-0209). Phone: 91/455 2673.

0279 Jelley beans (West Germany). Interested in jelly beans, large and small, container lot shipments. Quality: seller's specifications. Packaging: 3 kilo poly bags. Need ASAP. Samples requested. Quote: FOB U.S. Port. Bank ref: Hamburger Sparkasse. Contact: Mr. Herbert Nagel, Markus & Walsh GMBH & Co., Oststrasse 41-43, D-2000 Norderstedt, West Germany. Telex: 2174369. Phone: 040-522 10 24.

0280 Dried fruit (West Germany). Needs dried fruit, incl. pitted prunes, dates, apricots, figs, apple slices. Annual need: each variety between 20 and 35 tons. Shipment in container loads. Seller's specifications. Ship in boxes and cartons up to 25 kilos each. Need ASAP. Quote: CIF Hamburg. Bank ref: Kreissparkasse 8190 Wolfratshausen. Contact: Ludwid Hauser, Kneisl-Schokoladen GMBH & Co. Kg, Buchenweg 3, D-8192 Geretsried, West Germany. Telex: 526 316 KNEIS D. Phone: 08171-31653.

0281 Poultry (West Germany). West Berlin importer/distributor of poultry seeks to import fresh/frozen poultry for West Berlin market. Contact: Firma Naada GMBH, Mierendorffplatz 15, Germany, D-1000 Berlin 10. Telex: 183-100-NAADA. Phone: (030) 344-92-03.

0282 Dry yeast (Algeria). Wants panification live dry yeast. Quantity: 2,000 to 3,000 metric tons. Quality: 92 to 93 percent dry materials and 7 to 8 percent moisture maximum. Purchase to be packaged in polyethylene bags of net 25 and/or 50 kilograms each suitable for maritime transport and handling. Goods to be delivered monthly from April 1982. Quote: C&F

Algerian Ports. Contact: ONACO, 29, Rue Larbi Ben M'Hidi, Algiers, Algeria. Telex: 53236, 52850, 52851. Cable: ONACO A ALGER DZ. Phone: 64.02.75 and 64.02.77. Date of Bid deadline: March 12, 1982. ONACO points out that external envelope containing the offer must not have any indication as to who the bidder is, only ONACO's address and the following indication must appear on the envelope: "Appel D'Offres Levure Seche, A Ne Pas Ouvrir". Offer to be induplicate, and remain valid 60 days past bid deadline. Offers sent by telex/telegram are not acceptable. Firms responding to offer must be producers and not dealers or wholesalers. Firms interested must provide information on themselves, including name, full address and statutes of the company, list of stockholders, balance sheet and income statements. Companies should also send copies of their annual reports for the last two years. Offer must include samples. Offer and all correspondence must be in French, all specs metric.

0283 Feed supplements (Canada). Established liquid supplement company would like contact with suppliers of animal health products and feed supplements with particular emphasis on protein by-products or other new products directed at beef industry. Contact: Mr. Bill Mowat, Xtravim Agricultural Products, Division of Canada West Indies Molasses Co., 1902 11th Street, S.E., Calgary, Alberta, TsG 3G2. Telex: 03-826831. Phone: (403) 262-9672.

0284 White corn (France). Wants white corn, 10,000 tons, first quality for human consumption. Specifications to be determined later. Delivery: ASAP in one delivery. Quote: CIF Lome or Cotonou. Bank ref: Credit Industriel Et Commercial Agence BZ, 210, Boulevard Voltaire, 75011 Paris, France. Contact: Mr. Heibenreich, Societe Codis, 33, Rue Faidherbes 75011 Paris, France. Telex: 230 049. Phone: 371.04.38.

0285 Fruit trees and rose bushes (France). Want unspecified quantities of fruit trees and rose bushes. Delivery ASAP. Bank ref: Caisse Regionale De Credit Agricole, Boulevard Pierre De Coubertin, 49000 Anger S. Contact: Guy Ligonniere, SCA Davodeau Ligonniere, 75, Avenue Joxe 49000 Angers, France.

0286 Chicken wings (Singapore). Singapore food importer and supermarket chain seeks contact with exporters of U.S. chicken wings as follows: large sized three joint chicken wings, 3-4 pieces per pound, packing 6 pkts x 5 lb boxes, 3 pkts x 10 lb poly bags, and 2 pkts x 15 lb poly bags. Yellow skin preferred. Estimated purchase requirements 2 to 10 container loads per month. Contact: c/o James Y. Iso, Agricultural Trade Office, Singapore. Telex: RS25706 TRIWHT. (Attn: ATO).

0287 Vegetable Joint Venture (Nigeria). Nigerian Company interested in a joint venture with dependable U.S. partner(s) for the production of tomatoes, sweet corn and vegetables on a 50-acre piece of land. Company based in Anambra State of Nigeria anticipates a 150 acres expansion and future participation by The Anambra State Government Agency. Contact: Okay Dan. Ukachukwu, Executive Director, C.N. Ukachukwu & Sons Ltd and Ossai, Nigeria Co. Limited., 6 Ogalonye Street, P.O. Box 737, Onitsha, Nigeria. Phone: (046) 210569.

0288 Lentils (Colombia). Wants 100 mt. lentils, U.S. No. 1, 5 to 6 mm. Packed in 100 lb. burlap bags. Delivery ASAP. Phytosanitary certificate requested. Quote: FOB Western Ports. Bank ref: Commercial Antiqueno, Banco

Mercantil-Pt. Aranda. Contact: Jorge Chavarriga or Alberto Nader, Distrimaco, Calle 31 No. 6-42 Bogota, Colombia. Telex: 43403. Phone: 285-1138 or 23-1913.

0289-0292 Grocery items (Malaysia). Wants canned food products, non-dairy coffee creamer, and orange powder mix, 5,000-10,000 cases for each item. Consumer packs. Prompt delivery. Quote: CIF Labuan, Sabah, Malysia. Importer interested to deal direct with U.S. Food Brokers. Bank ref: Chartered Bank, Labuan. Contact: Richard Chua, Thye Ann Supermarket, P.O. Box 139, Labuan, Sabah, Malaysia. Phone: 42570, 44883.

0293-0294 Raisins, peanuts, almonds, walnuts (Spain). Would like to receive quotations CIF Las Palmas for unspecified quantities of the following products, packed in 25-30 lb cans boxes: raisins (Corinto and Sultana), almonds, peanuts, and walnuts. Bank ref: Central. Contact: Diego A. Casimiro, San Nicolas 8 Y 10, Las Palmas De Gran Canaria, Spain. Phone: 928/37 30 27.

0295 Seedless raisins (Algeria). Tender with bid deadline of March 3, 1982 for seedless raisins, 1,000-1,500 metric tons, 1981 new crop. Goods must be packaged in cellophane bags of net 500 grams each packaged in cases of 12 kilograms. Deliveries to be determined at the time of contract signature. Offer must be priced C&F Liner terms Algerian Ports. Offer to remain valid 60 days past bid deadline. No tender document issued. Firms responding to offer must be producers and not dealers or wholesalers. Firms interested must provide information on themselves, including name, full address and statutes of the company, list of stockholders, balance sheet and income statements. Companies should also send copies of their annual reports for the last two years. External envelope containing offer must not have any indication to who the bidder is, only ONACO's address and following indication on the envelope: "Appel D'Offres Paisins Secs-Ne Pas Ouvrir". Offers sent by telex are not acceptable. Offer must include samples. Offer and all correspondence must be in French; all specs metric. Contact: ONACO - DAP, 29, Rue Larbi Ben M'Hidi, Algiers, Algeria. Telex: 53236; 52850; 52851. Cable: ONACO DZ. Phone: 64.02.75 and 64.02.77.

Foreign Market Developments

Notice of Foreign Proposals Concerning Standards in Agriculture. As required of all signatories to the GATT Standards Code, this notification of foreign proposed standards-related rules has been provided for the information and comment of interested agencies and firms. The Technical Office invites inquiries from anyone who believes that any of the proposed regulations notified under this heading could cause a trade problem. Questions can be referred to Thomas O'Connell, USDA Technical Office, Room 5528, South Agriculture Building, Washington D.C. 20250; or phone (202) 382-1318.

Finland. The Finland National Board of Trade and Consumer Interests has proposed a new food additive regulation restricting the use of benomyl on citrus fruits, bananas, etc.

Finland. The Finland National Board of Trade and Consumer Interests has proposed a revision of the regulation concerning residues in food. The proposal gives a new, lower tolerance of 0.2 mg./kg of benomyl, carbendazin and tiophanate in food.

United States International Food Show

New York Coliseum April 14-18 1982. Extensive worldwide promotion has started to attract buyers to the first United States International Food Show April 14-18 at the New York Coliseum. The exhibition, patterned after the highly successful food shows of Europe, will provide an international market place where buyers and brokers can sample and purchase the largest display of fresh and processed food, beverages, wines and spirits ever assembled at an international food exhibition. U.S. Secretary of Agriculture John R. Block has extended a personal welcome to food and beverage buyers and organizations from all over the U.S. and the world, stressing that "the future for agriculture in the United States lies in freer trade." "The emergence of international food shows, generating millions of dollars' worth of new business, is the result of buyers demanding the advantages that only professionally-based exhibitions can provide," says Brian Angel, director of USIFS. "As food manufacturers and processors move into international food shows to increase their exports, buyers are coming to the exhibitions to meet new suppliers, to compare and examine products, to seek new broker/principal business, and to improve cost effectiveness". Throughout the world, multilingual buyer promotion leaflets in eight different languages are going to key buyers of food and drink products in the main areas for U.S. food and beverage export sales in Europe, Latin America, Africa, the Middle East and Africa. Registration information, and details about remaining exhibit space, is available from USIFS, Room 5080, 2 World Trade Center, New York, NY 10047, telephone (212) 524-9365.

Dubai Food Show

U. S. food export firms interested in the Middle East Food Market are advised of the following event:

Name: Gulf Fast Food Catering Service & Equipment Show
Place: Dubai, United Arab Emirates, International Trade Center
Date: May 1-5, 1982.

The organizer of the event is the U.K. firm, Fairs and Exhibitions, Ltd. Interested firms should contact the U.S. representative of the organizers at the following address:

Ms. Gaby Klika, Director of Marketing
MABCO, Inc.
7435 Tillman Drive
Falls Church, Virginia 22043
Phone: (703) 734-1962

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